

Message Text

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AMEMBASSY KUWAIT
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UNCLAS JIDDA 0586

E.O. 11652: N/A

TAGS: BEXP, OTRA, SA, KU, DA

SUBJECT: MARYLAND IOGA TRADE MISSION

1. MEMBERS OF SUBJECT MISSION WERE WELL RECEIVED IN SAUDI ARABIA. CONSORTIUM APPROACH TO HEALTH/HOSPITAL CARE WAS INTERESTING TO SAG OFFICIALS AND MISSION MEMBERS DISCUSSED CONSTRUCTION, DESIGN AND ENGINEERING OPPORTUNITIES WITH SEVERAL GOVERNMENT MINISTRIES AND PRIVATE COMPANIES. AT LEAST ONE MISSION MEMBER REACHED A FIRM AGREEMENT WITH A PRIVATE COMPANY TO DESIGN A 200/250 BED HOSPITAL FOR SAG.

2. MISSION STAY IN SAUDI ARABIA RAN FROM 0230 TUESDAY, JANUARY 19, 1976 TO 0800 ON MONDAY, JANUARY 26. DURING THAT PERIOD THE MISSION CALLED ON YUSUF AL-HAMDAN, DEPUTY MINISTER OF COMMERCE; HRH PRINCE SA'UD BIN ABD-AL-MUHSIN, DIRECTOR, COORDINATION AND FOLLOW-UP DEPARTMENT OF MINISTRY OF HEALTH; HE.E. MAHMUD TAYBA, DEPUTY MINISTER, MINISTRY OF INDUSTRY AND ELECTRICITY; LT. COL. ABD-AL-'AZIZ FARAHDI, DEPUTY DIRECTOR, PUBLIC SECURITY HOSPITAL; DR. NASIR SALUM, ASS'T DEPUTY MINISTER, MINISTRY OF COMMUNICATIONS AND ABDULLAH SHATA, ELECTRICAL SERVICES DEPARTMENT, MINISTRY OF INDUSTRY AND ELECTRICITY. THEY ALSO MET WITH REPRESENTATIVES FROM THE CHAMBERS OF COMMERCE IN JIDDA AND RIYADH, IN ADDITION TO RECEIVING

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BRIEFINGS FROM THE UNITED STATES CORPS OF

ENGINEERS. WHILE IN JIDDA AND RIYADH, THE MISSION MEMBERS HAD INDIVIDUAL OR GROUP MEETINGS WITH APPROXIMATELY 35 PRIVATE COMPANIES. EVENING RECEPTION IN JIDDA GIVEN BY MR. JOSEPH EBLAN, EMBASSY COMMERCIAL ATTACHE, WAS ATTENDED BY 50 BUSINESSMEN PLUS MISSION MEMBERS AND EMBASSY STAFF. A SMALLER RECEPTION WAS HELD IN RIYADH TO ALLOW GROUP TO MEET SEVERAL LEADING RIYADH BUSINESSMEN.

3. BEST PROSPECTS FOR MISSION APPEAR TO BE IN MINISTRIES OF HEALTH, DEFENSE AND AVIATION, PLUS INTERIOR. GREAT INTEREST WAS GENERATED BY COMBINED DESIGN/CONSTRUCTION PACKAGE REPRESENTED BY MISSION COMPANIES. MISSION FIRMS FEEL THEY CAN OBTAIN A PORTION OF THE CONSTRUCTION PROJECTS WHICH WILL BE SUPERVISED BY THE UNITED STATES CORPS OF ENGINEERS. SEVERAL MISSION COMPANIES PLANNED RETURN VISITS.

4. SAUDIS WERE INTERESTED IN MISSION AND THIS WAS DUE TO THE QUALITY/EXPERTISE OF COMPANIES INVOLVED IN TOUR. ONLY DISAPPOINTMENT WAS THAT THE SKILL SURGICAL COMPANY WAS NOT ABLE TO PARTICIPATE.

5. FROM EMBASSY POINT OF VIEW, LATE ARRIVAL OF BROCHURES LIMITED ABILITY TO SUPPORT MISSION OBJECTIVES FULLY. SAUDI ARABIA WAS LAST STOP ON FOUR COUNTRY VISIT AND MISSION MEMBERS SHOWED SOME FATIGUE. ONE DISTRESSING ASPECT WAS THE PREMATURE DEPARTURE OF FOUR MISSION MEMBERS BEFORE COMPLETION OF SAUDI SEGMENT. THIS DILUTED IMPACT ON SAG OFFICIALS WHO EXPECTED FULL GROUP, AND NECESSITATED CANCELLATION OF PRIVATE APPOINTMENTS. WE RECOMMEND THAT COMMERCE URGE FUTURE TRADE MISSION MEMBERS NOT TO SPIN-OFF FROM GROUP UNLESS ABSOLUTELY NECESSARY.
PORTER

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